

## Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/BEWT/OD/ESTROH  
APPROVED BY EB/ITP/EWT:JBEMIIS  
COM/BEWT/OEWD/SABRAHAMSON  
COM/OEWT/TDAD/AWEISS  
COM/BEWT/USSR/HHEISS  
EUR/SOV/JTREICHEL

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R 131847Z FEB 76

FM SECSTATE WASHDC  
TO AMEMBASSY MOSCOW

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E.O. 11652A N/A

TAGS: BGEN, UR

SUBJ: BUSINESS FACILITATION: PROBLEMS OF U.S. FIRMS

WORKING OUTSIDE OF MOSCOW

REF : A) MOSCOW 10623 7/29/75; B) MOSCOW 73 1/3/75;

C) STATE 13773

EEWT HAS BEEN APPROACHED BY CHEMICO WITH QUESTIONS ON  
ARRANGEMENTS THAT CAN BE MADE TO FACILITATE OPERATIONS OF  
FIRM AND ITS PERSONNEL WHILE WORKING FOR SEVERAL YEARS AT  
THE TOGLIATTI SITE. SINCE WE WERE UNABLE TO ANSWER  
QUESTIONS FULLY, WE WOULD APPRECIATE USCO INVESTIGATING  
WHAT ARRANGEMENTS CAN BE MADE AND, TO EXTENT POSSIBLE,  
REPORTING ON EXPERIENCE OF OTHER U.S. FIRMS (REF A),  
FRENCH FIRMS (REF 3), FIAT AND CJBROWN ETC. WHICH HAVE  
STATIONED THEIR PERSONNEL FOR EXTENDED TIME IN U.S.S.R.  
SO THAT WE CAN ASSIST CHEMICO AND BE MORE EFFECTIVE IN  
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COUNSELLING OTHER FIRMS. QUESTIONS FOLLOW:

1. CAN TELEX WITH DIRECT ACCESS OUTSIDE U.S.S.R. BE SET UP OR MUST COMMUNICATIONS GO THROUGH MOSCOW? WHAT ABOUT TYING INTO EXISTING LINES AND WHAT ARE THE REQUIRED PROCEDURES? ARE WE CORRECT IN ASSUMING THAT MINISTRY OF COMMUNICATIONS INSTALLS AND MAINTAINS ALL TELEXES?

2. CAN FIRM MAKE ARRANGEMENTS TO PURCHASE IN U.S.S.R. DUTY-FREE GOODS OR TO SCHEDULE AT SPECIFIED TIMES DUTY-FREE IMPORTATION OF FOOD, CLOTHING, AND MEDICINES IN SUFFICIENT QUANTITIES FOR PERSONNEL USE ON SITE?

3. CHASE INFORMED BEWT THAT U.S. FIRMS CAN ESTABLISH U.S. DOLLAR ACCOUNTS AT VNESHTORGBANK AND T;EN BANK THROUGH LOCAL BRANCH OF GOSBANK. FIRM CAN DRAW RUBLES AND TRAVELERS CHEQUES DENOMINATED IN RUBLES OR U.S. DOLLARS ANY TIME, AND U.S. DOLLARS CASH WHEN OFFICIAL HAS VISA SHOWING IMMINENT DEPARTURE FROM SOVIET UNION. CAN USCO CONFIRM ABOVE AND DETERMINE WHETHER THERE ARE DAY-TO-DAY PROBLEMS WITH ARRANGEMENT, IF ANY RESTRICTIONS ARE PLACED ON FIRM'S OPERATIONS AND IF UNUSUAL CHARGES ARE LEVIED.

4. FIRM WOULD LIKE TO UTILIZE USCO TELEX AND OTHER FACILITIES AND BE BILLED DIRECTLY AT ITS OFFICE IN NEW YORK CITY. IS SUCH ARRANGEMENT FEASIBLE OR COULD ALTERNATE ARRANGEMENT BE MADE?

5. CHEMICO PLANS TO HAVE PERSONNEL STATIONED IN U.S.S.R. FOR 3 YEARS WITH ONE WEEK R AND R PERIODS EVERY 5 MONTHS. WOULD EMBASSY ANTICIPATE ANY SPECIAL PROBLEMS WITH VISA FOR THESE PEOPLE?

6. IS USCO IN POSITION TO DETERMINE AVAILABILITY OF EMERGENCY MEDICAL AND DENTAL FACILITIES AT TOGLIATTI? IF FACILITIES ARE INADEQUATE COULD PERSONNEL BE TREATED IN MOSCOW, HELSINKI, OR WESTERN EUROPE WITHOUT DIFFICULTIES?

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7. IN WHAT OTHER WAYS COULD USCO ASSIST FIRM IN VIEW OF OTHER DEMANDS ON OFFICE AND CHEMICO'S UNIQUE SITUATION?

ANY OTHER INFORMATION USCO CAN PROVIDE WOULD BE APPRECIATED.

FYI: IN VIEW OF FACT THAT CHEMICO PLANS TO HAVE FIRST

PERSONNEL ARRIVE ON SITE IN 3 MONTHS AND BY NATURE OF  
QUESTIONS, IT APPEARS THAT FIRM IS NOT ADEQUATELY  
PREPARED FOR ITS IMMINENT ACTIVITIES. IT IS LIKELY  
TAT PROBLEMS IN ESTABLISHING AND MAINTAINING DESIRED  
ARRANGEMENTS WILL BE COMPLICATED BY FACT THAT COMPANY  
DOES NOT PLAN TO OPEN ACCREDITED OFFICE AT THIS TIME  
(REF C) OR STATION REP IN MOSCOW. WE WOULD WELCOME USCO  
VIEWS ON THIS ASPECT OF CHEMICO'S PLANS FOR USSR  
OPERATIONS. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 FEB 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE036151  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BEWT/OD/ESTROH  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760057-0375  
**From:** STATE  
**Handling Restrictions:** n/a  
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**Line Count:** 124  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 MOSCOW 10623, 76 MOSCOW 73  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 16 APR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <16 APR 2004 by CollinP0>; APPROVED <01 JUL 2004 by morefirh>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BUSINESS FACILITATION: PROBLEMS OF U.S. FIRMS WORKING OUTSIDE OF MOSCOW  
**TAGS:** BGEN, UR  
**To:** MOSCOW  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006